

Message Text

UNCLASSIFIED

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FOR EB/OCA/BR - WILLIAMSON

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E.O. 11652: N/A

TAGS: BEXP, XB

SUBJECT: TAIPEI ECONOMIC/COMMERCIAL OFFICERS CONFERENCE -
FSL PANEL DISCUSSION

REF: STATE 282141

POST RECOMMENDS KIM PAING SUP SENIOR COMMERCIAL ADVISOR,
AGE 39, WITH 14 YEARS EXPERIENCE USAID SEOUL AS COMMERCIAL
IMPORT PROGRAM ADVISOR AND THREE YEARS IN COMMERCIAL SECTION.
HAS PREPARED EIGHT EXCELLENT MARKET RESEARCH EFFORTS AND
CURRENTLY FUNCTIONS AS OPERATIONS MANAGER OF TRADE CENTER,
WITH OUTSTANDING SUCCESS IN RECRUITING AND HANDLING LOCAL
BSP EXHIBITORS, WHILE ALSO CARRYING OUT FSL COMMERCIAL SPECIALIST
FUNCTIONS. WE BELIEVE HIS EXPERIENCE IN UNIQUE SITUATION,
THAT IS, A TRADE CENTER OPERATING ALMOST EXCLUSIVELY ON POST
FUNDING AND RELYING HEAVILY ON LOCAL INITIATIVES, COULD PROVIDE
USEFUL INSIGHTS INTO BOTH THE OPPORTUNITIES AND THE PIT-FALLS
INHERENT IN "DO-IT-YOURSELF" TRADE CENTERS. IN ADDITION, HE
WOULD OFFER FRESH INSIGHTS ON THE ROLE OF PROFESSIONAL LOCALS
IN E/C OPERATIONS AS A RELATIVELY NEW EMPLOYEE WHO NEVER-
THELESS HIGHLY EXPERIENCED IN IMPORT/EXPORT OPERATIONS,
TRADE POLICY, AND MARKET RESEARCH.
SNEIDER

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